Caravel + Partners

A BPM Technology Solutions Company

Dedrone

Dedrone is the market and technology leader in airspace security. The Dedrone counter-drone platform combines hardware sensors and machine-learning software, providing early warning, classification of, and mitigation against all drone threats. Based in San Francisco, Dedrone was founded in 2014 and is backed by investors including Felicis Ventures, Menlo Ventures, and John Chambers, Chairman Emeritus of Cisco Systems and founder of JC2 Ventures.

DEMOGRAPHICS

- **INDUSTRY |** HIGH TECH

- **HEADQUARTERS |** STERLING, VA

- **FOUNDED |** 2014

- **EMPLOYEES |** 80+

- **EXISTING ERP |** QUICKBOOKS

- **OTHER SYSTEMS |** BILL.COM, CONCUR, MS EXCEL, ADP, BANKING, FLOQAST

SALES TEAM

- **NETSUITE |** JOE SINARD

- **CARAVEL |** CAILA COHEN, SCOTT CURRY

NETSUITE SOLUTION

- **NETSUITE |** SUITESUCCESS SOFTWARE STD

- **MODULES |** RECORD TO REPORT, PROCURE TO PAY, INVENTORY MGMT, ORDER TO CASH

- **INTERFACES |** BANKING, ADP, BILL.COM, CONCUR OR EXPENSIFY, FLOQAST, DATEV EXPORT

IMPLEMENTATION

- **TIMELINE |** 4 MONTHS

- **METHODOLOGY |** SUITESUCCESS + OPTIMIZATION

- **APPROACH |.** DEDRONE WILL DEPLOY NETSUITE IN A MULTI-PHASE APPROACH WITH CORE FUNCTIONALITY GOING LIVE IN MONTH 4 AND INTEGRATING TO VARIOUS 3RD PARTY SYSTEMS IN PHASE 4.

ORACLE NETSUITE PARTNER OF THE YEAR 2022 NORTH AMERICA ALLIANCE PARTNER OF THE YEAR - SERVICES	ORACLE NETSUITE PARTNER OF THE YEAR 2021 VERTICAL ALLIANCE OF THE YEAR SERVICES	ORACLE NETSUITE PARTNER OF THE YEAR 2020 REGIONAL ALLIANCE OF THE YEAR - NORTH AMERICA	ORACLE NETSUITE PARTNER OF THE YEAR 2020 VERTICAL ALLIANCE OF THE YEAR - HI-TECH